

Commercial HVAC Program Common Questions & Answers

What is the SaskEnergy Commercial HVAC Program?

The Commercial HVAC (heating, ventilation, and air conditioning) Program is designed to encourage the use of high-efficiency natural gas furnaces, boilers, and rooftop units in commercial retrofit applications. The program is targeted towards small to medium sized commercial buildings. Available through participating SaskEnergy Commercial & Residential Network Members located across Saskatchewan, the program provides incentives based on the incremental price of energy-efficient natural gas boilers, furnaces, and rooftop units. SaskPower is sharing in the cost of offering this incentive program.

How long is this program available?

This program is available until November 30, 2013. Qualifying equipment must be installed by November 30, 2013 by a participating SaskEnergy Network Member. All applications must be received by SaskEnergy on or before December 30, 2013.

Why are you offering commercial incentives?

The program is designed to encourage commercial property owners to choose the most energy efficient equipment available to maximize their energy and cost savings and reduce greenhouse gas (GHG) emissions. SaskEnergy and SaskPower are working together to provide these incentives as high efficiency HVAC equipment uses less natural gas and electricity.

Do new buildings qualify under the program?

Yes, new buildings qualify under the program. Please see the program Terms & Conditions for building and equipment eligibility criteria.

What equipment qualifies under this program?

Eligible furnaces under the program must be qualified high efficiency natural gas furnaces with an AFUE (Annual Fuel Utilization Efficiency) of 95% or greater with a brushless DC motor. A list can be found on the Natural Resources Canada website <http://oee.nrcan.gc.ca/residential/business/manufacturers/search/gas-furnace-search.cfm?attr=4>

Eligible boilers under the program must be ENERGY STAR® qualified high efficiency natural gas condensing boilers with a 90% AFUE or greater, with a maximum boiler input rating and maximum boiler plant input rating less than 400,000 Btu/hr. Boilers installed must be on the Eligible Boiler List which is available on SaskEnergy's website at saskenergy.com. The list is not exhaustive and may be amended or modified at any time without notice.

Eligible rooftop units under the program must have 2 stages of natural gas heating, SEER 15.0 cooling for units up to and including 5 tons and at least EER 12 cooling for units larger than 5 tons, include an economizer, and must not exceed 20 tons. Rooftop units installed must be listed on the Eligible Rooftop List which is available on SaskEnergy's website at saskenergy.com. The list is not exhaustive and may be amended or modified at any time without notice.

Please consult with SaskEnergy, Customer Solutions if you have any questions on qualifying equipment.

How much of an incentive can I expect for upgrading my commercial heating and cooling equipment?

Furnace incentives are calculated as follows:

\$650 for each eligible furnace replacement and \$300 for each eligible furnace in new construction.

Boiler incentives will be calculated as follows:

\$500 for the eligible boiler plant plus \$5 per MBH (1000 Btu/hr) of total boiler plant input.

Rooftop unit incentives will be calculated as follows:

\$500 for each eligible rooftop unit plus \$100 per ton.

How will I receive my incentive?

The total incentive will be applied as a credit to your SaskEnergy natural gas bill. Please allow up to 8 weeks, from the date SaskEnergy receives your application, for the credit to be processed on your account.

SaskEnergy may issue incentive cheques, in its sole discretion, where applicable (e.g. If you are the building owner applying for the incentive and the natural gas bill is the responsibility of the lessee/renter a cheque will be issued to the building owner where an account is not available).

If I buy my natural gas from a gas supplier will I qualify for the program?

Yes, you will qualify for the program and your incentive will be applied as a credit on your SaskEnergy bill.

How do I apply for my incentive?

Your SaskEnergy Network Member will complete the application form including all necessary equipment information and provide a copy of the invoice. You are required to sign the "Customer Confirmation" portion of the application form once the installation has been completed to your satisfaction. The application must be submitted to SaskEnergy within 30 days of installation.

I'm replacing the following qualifying equipment in my business. What is the total incentive that I can expect to receive?

- ◇ 2 eligible 5 ton rooftop units
- ◇ 1 eligible furnace

Total grant will be \$3,050

\$1,000 for base rooftop incentive (\$500 x 2)

\$1,000 for rooftop ton incentive (\$100 x 10 tons)

\$650 for one eligible furnace

I'm installing the following qualifying equipment in my new building. What is the total incentive that I can expect to receive?

- ◇ 2 eligible 150,000 btu/hr boilers

Total grant will be \$2,000

\$500 for the boiler plant

\$1,500 for the boiler MBH incentive (\$5 x 300)

I replaced one rooftop unit on my business. Now, several weeks later, one of the other rooftop units at the same address has broken down and must be replaced. Can I apply for the same address a second time?

Yes, you can. The subsequent purchase of the second qualifying rooftop unit will be eligible for the applicable incentive.

My business is in a strip mall and another business in the same strip mall has participated in the Commercial HVAC Program. Is my business eligible to apply?

If the natural gas service to your business is metered separately from the other business and your business has its own physical address, you will qualify. Please refer to the program Terms and Conditions regarding eligible equipment.

Do Network Members offer financing options in addition to the incentives?

Commercial Network Members offer leasing services for the purchase and installation of commercial heating & cooling equipment. The increase in efficiency can provide enough savings to offset a good portion of the lease payments, making this an attractive option for many businesses. As well, leasing allows you to use your capital budget for other improvements.

What types of building qualify under the program?

The program is targeted towards small to medium sized commercial buildings. Examples of qualifying buildings would include stores, municipal buildings, churches, community halls, non-profit organizations, strip malls, dental clinics, and restaurants.

We receive provincial funding for our property? Do we qualify?

This program does not apply to buildings that are directly or indirectly, owned or operated by, or receive their primary funding from, the Province of Saskatchewan (e.g. hospitals, schools, government departments and ministries and Crown Corporations).

Why don't provincially funded buildings qualify?

This program is targeted to encourage commercial building owners to invest in high efficiency equipment that costs significantly more than standard equipment. The incentive is to bring the payback within an acceptable range for those businesses.

Provincially funded buildings such as schools, universities or hospitals accept a longer payback period, making it economical for them to invest in higher efficient equipment without incentives.

I am upgrading my boiler system in my commercial location. Should I go through the Commercial HVAC Program or the Commercial Boiler Program?

Your boiler plant size best determines which program will be best for you. If your building's boiler plant size is 400,000 Btu's or greater, the Commercial Boiler Program will provide the greatest return on your investment. The Commercial Boiler Program is available only through Commercial Network Members. You must apply for the program prior to the purchase and installation of your boiler system. If you need assistance determining the size of your boiler system, please talk to a SaskEnergy Network Member. For more information about the Commercial Boiler Program visit saskenergy.com

I run my business out of my house? Am I eligible for the Commercial HVAC Program?

The Commercial HVAC Program is available for commercial properties only. If your business is run from your home, you may qualify for an incentive through the Saskatchewan EnerGuide for Houses Program and Federal ecoENERGY Retrofit Program. For more information visit saskenergy.com

How many commercial customers does SaskEnergy serve?

SaskEnergy serves just over 38,000 commercial customers throughout Saskatchewan.

How many commercial properties do you expect to participate in this new program?

Based on recent survey information and the number of commercial HVAC equipment installations over the last number of years, we expect approximately 1,600 commercial customers to participate in the program.

Why are SaskEnergy and SaskPower investing in this program?

SaskEnergy & SaskPower are committed to finding solutions to the environmental challenges facing our province. Through Go Green Saskatchewan, we are committed to helping homeowners and businesses Go Green in their day-to-day lives.

This program encourages commercial customers to purchase the most energy efficient equipment available for heating and cooling their building. This provides energy savings to the customer and reduces their GHG emissions which benefits our environment.

Why is the program offered only through the SaskEnergy Network Members?

This program is an extension of services offered by SaskEnergy Commercial & Residential Network Members throughout the province. Network Member criteria ensure consumer protection through appropriate levels of insurance coverage, qualified tradesmen and in some cases performance bonding and warranty requirements.

My mechanical contractor is not a Network Member. Why isn't their company allowed to participate in this program?

We would be pleased to talk to any contractor about the business and customer benefits of Network membership.